



Submitted 8/28/2000  
# 991057

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August 25<sup>th</sup>, 2000

Gainesville City Commission  
Gainesville, Florida  
RE: Protest of GRU Award on RFP 2000-123

Dear Sir or Madam:

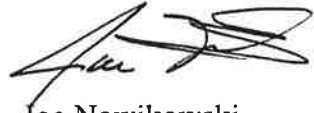
Simplex hereby protests the findings of the GRU Protest Board in regard to RFP 2000-123. As evidenced below, Simplex argues that the findings of the Protest Board are inconsistent with the details of the specifications, the proposals, and the Protest Board's own minutes. Please review the following examples:

1. Board finding (regarding SEMCO bid) "A vehicle barcode scanner was not required by the RFP,  
COMPARE:  
Addendum #2 to RFP 2000-123: "The vehicle entry system should be ... capable of reading a barcode installed on the vehicle."
2. Board finding (regarding SEMCO bid) "...SEMCO listed a number of items of work to be performed by others. The evaluation team saw this as very helpful..."  
COMPARE:  
Project Specifications 12.3 "The total delivered, installed and tested price for the equipment..."  
and Addendum #2 to the RFP: "All materials necessary for installation is to be provided by the Proposer."
3. The bid by SEMCO was unsigned and in apparent conflict with Spec. par. 4.2 and GRU Purchasing Procedures Manual, Section 17.
4. The price for the SEMCO supplied equipment is 70% higher than the low bid.

Further, Simplex has concerns about the GRU 's bid award practice in this matter. Specifically, Simplex asks this Commission to consider why the Review Board would accept a formal proposal from SEMCO that is: 1.) unsigned in violation of Spec par. 4.2 and the Purchasing Procedures Manual ; 2.) fails to meet the specification requirements (Addendum #2, item 7) 3.) fails to include all work necessary (Spec. 12.3) and 4.) is 70% higher than the low bid.

Simplex respectfully requests that the City Commission accept the validity of Simplex' protest, retract the award of this job from SEMCO, and award this Project to the lowest valid bidder.

Respectfully submitted,



Joe Nowikowski  
Branch Manager  
Simplex Time Recorder Company

# Protest Board Letter

action because of the lack of clarity. The GRU Purchasing Department was correct to reject this proposal as non-responsive. The protest is denied.

## Findings: Non-responsiveness of SEMCO Proposal

Simplex has alleged that SEMCO proposal was non-responsive on three items:

1. The proposal did not include a vehicle barcode scanner;
2. The proposal excluded several items in a Section called "Work by Others," and;
3. The proposal was not signed.

**Findings: Item 1.** As stated earlier, the purpose of doing an RFP rather than a bid was to give proposers the opportunity to focus on functionality rather than specific systems. A vehicle barcode scanner was not required by the RFP, but rather a vehicle scanner with the functionality of being able to allow a vehicle to go through a gate without requiring the driver to get out of the car or to place a card directly in a scanner. The SEMCO proposal included more updated technology for achieving this functionality, and in fact exceeds the requirements of the RFP, therefore meeting the intent of the proposal. Mr. Graves also alleged that the W.W. Gay proposal was disqualified because they failed to include a vehicle barcode scanner. This is only partially correct. W.W. Gay was disqualified because they failed to include any vehicle scanner at all in their proposal, an entirely different situation from that of SEMCO's proposal. The protest is denied.

**Findings: Item 2.** In their proposal SEMCO listed a number of items of work to be performed by others. The evaluation team saw this as very helpful because it clarified exactly what was expected of each party in the process in order to avoid problems later. Simplex has alleged that this amounts to an exclusion of required items, and therefore the SEMCO proposal should be declared non-responsive. Again this allegation was marked by some extreme inconsistencies. On one hand, Mr. Graves alleged that the SEMCO proposal was wrong to explicitly state that SEMCO expected to use the existing conduit at the Springhills Service Center. On the other hand, he stated that he assumed in his proposal that Simplex would be allowed to use the same conduit. He also faulted SEMCO for declaring that "A clear, clean conduit path...will need to be provided," and deemed this to be a material exception to the RFP. When asked if Simplex anticipated in its proposal that it would be their responsibility to remove all obstacles from the path of the conduit, he replied "Yes." Again, this absolutely strains credibility, as carried to its logical extreme, Simplex could have been required to move a building or some other permanent structure from the conduit path. The protest is denied.

**Findings: Item 3.** The Utilities Attorney has given the Purchasing Department a legal opinion that the failure of SEMCO to sign the proposal may be waived as immaterial. Therefore, this item was not taken up the Board.



CITY OF GAINESVILLE, FLORIDA  
GAINESVILLE REGIONAL UTILITIES

Request for Proposal No. 2000 - 123

## PROXIMITY CARD READER SYSTEM

### ADDENDUM NO. TWO

DATE: JULY 14, 2000

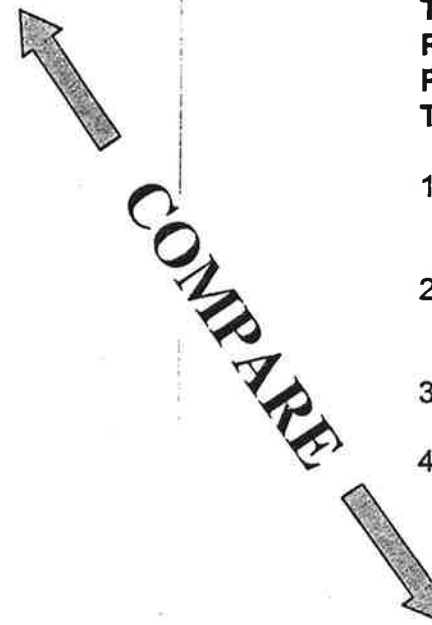
BID DATE: JULY 18, 2000

NOTE: This addendum has been issued only to all holders of record of the Invitation to Bid.

The original document remains in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

THE FOLLOWING ARE ANSWERS TO QUESTIONS AND CLARIFICATIONS REQUESTED FROM PROPOSERS BASED ON THE ORIGINAL REQUEST FOR PROPOSAL, DATED JUNE 26, 2000 AND THE JULY 10, 2000 JOBSITE WALK-THROUGH.

1. GRU will provide the connection from the network to controller, as well as interfacing with gate controllers.
2. Proposers must clearly state in their technical proposal the protocol between the proposed controller and the card reader.
3. All material necessary for installation is to be provided by the Proposer.
4. Proposers must clearly state if a dedicated fiber or copper wire is required for the installation of the proposed System.  
The System proposed must be capable of connecting with the fire alarm, at GRU's option (See the Specification 3.6.2).
6. The turnstile should be capable of an "all release" mode and an "each release" mode.
7. The vehicle entry system should be a long range reader, capable of reading a barcode installed on the vehicle.
8. Proposer shall cite the read range of the vehicle entry system scanner.



# Protest Board Letter

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# Project Specifications

Technical Specifications, section by section, in sufficient detail to confirm the Proposer meets the requirements and provide additional data to explain the operation and capabilities of the system proposed.

- 11.2 References. Proposals must include 3 to 5 client references where similar systems were provided and installed.
- 11.3 Pricing. Complete, itemized by each item described in the Technical Specification Paragraph 9.0 and any other item quoted or discussed in Proposal.
- 11.4 Completion description of warranty (standard and extended, if available), maintenance plans available and comprehensive discussion of service capability.

## 12. SELECTION CRITERIA

The following criteria will be utilized by the City to evaluate those responding to this RFP.

- 12.1 Proximity Card Reader System: The proposal responds to and addresses adequately all material aspects of the Request for Proposal. The City reserves the right to consider information obtained in addition to the data submitted in the RFP.
- 12.2 Qualifications of the Firm: The qualifications of the firm in terms of installation experience and service capability, in order to assess the ability of the firm to successfully complete the project assignment. The firm's successful experience in projects similar to those reflected in this RFP will be a major consideration.
- Cost: The total delivered, installed and tested price for the equipment mix (to be determined at the sole discretion of GRU), as described in the Technical Specifications.
- 12.5 Service/Maintenance: Availability of technical expertise and spare parts to effect system maintenance, extended warranties and maintenance/service plans.

## 13. SALES TAX.

The City of Gainesville, d.b.a. Gainesville Regional Utilities, is exempt from Florida sales taxes for certain purchases and will provide a tax-exempt certificate upon request.

## 14. USE OF RFP IDEAS

Except as otherwise prohibited by law, GRU has the right to use any and all ideas presented in response to this RFP, whether amended or not. Selection or rejection of the proposal does not affect this right.

COMPARE

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# Project Specifications

CITY OF GAINESVILLE  
GAINESVILLE REGIONAL UTILITIES  
REQUEST FOR PROPOSAL # 2000-123

## 3.3.1 Card Readers

Proximity readers shall be supplied which have a 5" to 9" read range; can be wall mounted; and are constructed of weather proof materials.

Proximity readers shall connect to their respective access control panel. Each proximity reader shall consist of a door position contact. System shall provide a door prop open alarm with local audible at door prior to alarm with adjustable timeframe

Card readers at designated locations shall be capable of entering a PIN, up to four digits, assigned at the operator level, for use as a secondary level of controlled access.

## 3.3.2 Door Configurations

The system shall allow all doors to be configured in their own unique requirements. The door strike and door open times are to be assignable independently through the system software. Any access controlled doors in the system shall have the ability to generate a local alarm output in the event the door is forced or left open. The door status shall be configurable to report the physical state of the door based on time and condition. Proposer shall indicate, in its proposal, the door status reports, the capability of reporting codes and programming messages on a per door basis.

It shall be the responsibility of the Installer to survey all facilities to assure coordination of a turnkey installation per local codes and the manufacturer's recommendations.

Installer shall be responsible for surveying and coordinating the operational compatibility of all locking devices. When magnetic locks are utilized, GRU shall have the option of replacing the magnetic locks with electric latches and push bars. All locking device wiring shall be run separate from all other system wiring, except as permitted by the manufacturer and approved by GRU.

All door hardware shall be top quality. All electric latches and push bars shall be Von Duprin or equal as approved by GRU. Proposer shall describe all locking devices and related hardware by brand name and provide technical printed materials for GRU review/acceptance.

A release button shall be installed at the 1<sup>st</sup> floor Information Desk. Additional "request to exit" push buttons may be installed on the protected side of all doors having readers, at the option of GRU. Proposer shall indicate in its proposal how the release button is connected (e.g., hard-wired, via the software, etc.)

## 3.4 Alarms

3.4.1 The system shall indicate time and date of alarm activations and/or door tampering. Proposer shall indicate the capability of the system to assign different priority levels to alarm events in accordance with the devices to which they are attached.

3.4.2 The system must be connected to the existing fire alarm system ensuring all managed doors are unlocked in the event of a fire alarm, providing access for public safety officers to all areas of the building.

3.4.3 As an additional option, integration with other alarm systems and security devices may be desired. Proposer must indicate in its proposal the ability of the system, if any, to integrate elevators, burglar alarms, video cameras and other security devices.

## 3.5 Cards

3.5.1 The system shall support user-configurable fields. Proposer shall indicate, in its proposal, the types of user-defined fields and the capability of each to allow selection and/or descriptive text.

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CITY OF GAINESVILLE, FLORIDA  
GAINESVILLE REGIONAL UTILITIES

Request for Proposal No. 2000 - 123

## PROXIMITY CARD READER SYSTEM

### ADDENDUM NO. TWO

DATE: JULY 14, 2000

BID DATE: JULY 18, 2000

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